

Message Text

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21

ACTION NEA-09

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----- 047893

R 260800Z MAY 74

FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO AMEMBASSY BEIRUT
AMEMBASSY KUWAIT
SECSTATE WASHDC 1608

UNCLAS ABU DHABI 0651

USDOC FOR MEPD

EO 11652: NA

TAGS: NA

SUBJ: TRADE OPPORTUNITY: MAJOR PROJECT: POWER STATION FOR ABU DHABI

REF: ABU DHABI 265

1. 420/01/P0056

2. 052574

3. JOHN W. LIMBERT

4. 520 UNITED ARAB EMIRATES

5. A

6A. REPLY TO --

6B. WIM L. BUKER, MANAGING DIRECTOR

6C. PETROLEUM ENGINEERING AND CONSTRUCTION COMPANY
(PECON), PO BOX 732, ABU DHABI, UAE

7. CABLE: PECON; TELEPHONE: 22862; TELEX AH394

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8. ---

LD9. 110

10. 99181XX-000. 240 MW POWER STATION FOR UMM AN-NAR
ISLAND NEAR ABU DHABI TOWN. STATION WILL REQUIRE MOSTLY
GAS TURBINES WITH ONE OR TWO STEAM UNITS TO SUPPLY A
9915103-000 15 MGD DESALINATION UNIT.

THIS PROJECT REPRESENTS FIRST SECTION OF DEVELOPMENT OF
900 MW POWER STATION ON UMM AN-NAR. THE DOCUMENTS FOR
THIS SECTION ARE IN PREPARATION AND WILL BE ISSUED BY CON-
SULTANTS, LAHMEYER INTERNATIONAL (GERMANY), IN TWO TO
THREE MONTHS. IT IS ESTIMATED THAT ABOUT FIVE MONTHS
WILL BE ALLOWED FOR SUBMISSION OF BIDS. THE CONSULTANT
HAS NOT MADE A FINAL DECISION EITHER ON THE PROPORTION
OF GAS TO STEAM UNITS OR ON THE EXACT BREAKDOWN OF
THIS 240 MW CAPACITY, WHICH COULD BE 6 X 40 MW OR 8X30 MW.

PECON WOULD LIKE TO REPRESENT U.S. COMPANY COMPETING
FOR THE PRIME CONTRACT FOR THIS POWER STATION. THIS
FIRM HAS PRIMARILY ACTED AS BUSINESS AND ENGINEERING
CONSULTANTS ON OIL/GAS PRODUCTION PROJECTS, POWER GENERATION,
WATER DESALINATION WORKS, AND PETROLEUM RELATED INDUSTRIES.
ITS MAJOR CLIENTS HAVE BEEN FRENCH AND BRITISH, BUT NOW
IS NEGOTIATING ASSOCIATIONS WITH US COMPANIES. THE FIRM
REPRESENTS A WIDE RANGE OF ELECTRICAL SUPPLIERS AND POTENTIAL
SUBCONTRACTORS WHO COULD ASSIST THE PRIME CONTRACTOR IN
ASSEMBLING HIS BID PACKAGE. PECON IS PART OF THE RUBAYA GROUP OF
COMPANIES, WHICH HAS SUCCESSFULLY REPRESENTED GE IN
ITS SALES OF GAS TURBINES. HOWEVER, IT CAN ACT INDE-
PENDENTLY OF THE PARENT GROUP IF NECESSARY.

FIRM WOULD LIKE TO HAVE EXPRESSION OF INTEREST FROM
US COMPANY WITHIN THREE WEEKS. WTDR HAS BEEN INITIATED.
STOLTZFUS

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